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## *Academic positions*

2019 to present Associate professor  
Department of economics, Ben-Gurion University of the Negev

2014 to 2019 Senior lecturer  
Department of economics, Ben-Gurion University of the Negev

2011 to 2014 Lecturer  
Department of economics, Ben-Gurion University of the Negev

2010 to 2011 Research Associate  
Cognitive, Perceptual and Brain Sciences, University College London

2009 to 2010 Research Associate  
Max Planck Institute of Economics

2002 to 2003 Research Fellow  
Max Planck Institute for Research into Economic Systems

## *Education*

2010 Ph.D. in Psychology and Rationality  
The Hebrew University of Jerusalem

2004 M.A. in Psychology and Education  
The Hebrew University of Jerusalem

2000 B.A. in Psychology and General Studies (Archeology and Geography)  
The Hebrew University of Jerusalem

## ***Publications***

- Journal articles
- Gerstenberg, Tobias, David A. Lagnado, and Ro'i Zultan (2023). Making a positive difference: criticality in groups. *Cognition* 238, 105499. [DOI](#).
- Choo, Lawrence, Todd R. Kaplan, and Ro'i Zultan (2022). Manipulation and (mis)trust in prediction markets. *Management Science* 68(9), 6716–6732. [DOI](#).
- Cohen, Shlomo and Ro'i Zultan (2022). Genomic privacy, identity, and dignity. *Journal of Medical Ethics* 48, 317–322. [DOI](#).
- Weisel, Ori and Ro'i Zultan (2022). Frames, trade-offs, and perspectives. *Behavioral and Brain Sciences* 45(e220), 47–48.
- Cohen, Shlomo and Ro'i Zultan (2021). The deceiving game. *Journal of the American Philosophical Association* 7(4), 439–452. [DOI](#).
- Fischer, Sven, Werner Güth, Todd R. Kaplan, and Ro'i Zultan (2021). Auctions and leaks: a theoretical and experimental investigation. *Economic Inquiry* 59(2), 722–739. [DOI](#).
- Ravid, Oded, Miki Malul, and Ro'i Zultan (2021). Public sector mission and the productivity gap. *Journal of Behavioral and Experimental Economics* 91, 101668. [DOI](#).
- Weisel, Ori and Ro'i Zultan (2021). Perceived level of threat and cooperation. *Frontiers in Psychology* 12, 704338. [DOI](#).
- Weisel, Ori and Ro'i Zultan (2021). Perceptions of conflict: parochial cooperation and outgroup spite revisited. *Organizational Behavior and Human Decision Processes* 167, 57–71. [DOI](#).
- Blumkin, Tomer, Haim Pinhas, and Ro'i Zultan (2020). Wage subsidies and fair wages. *European Economic Review* 127, 103497. [DOI](#).
- Zapechelnyuk, Andriy and Ro'i Zultan (2020). Job search costs and incentives. *Economic Theory Bulletin* 8, 181–202. [DOI](#).
- Choo, Lawrence, Todd R. Kaplan, and Ro'i Zultan (2019). Information aggregation in Arrow-Debreu markets: an experiment. *Experimental Economics* 22, 625–652. [DOI](#).
- Hugh-Jones, David, Itay Ron, and Ro'i Zultan (2019). Humans reciprocate intentional harm by discriminating against group peers. *Evolution and Human Behavior* 40(1), 90–95. [DOI](#).

Vainapel, Sigal, Ori Weisel, Ro'i Zultan, and Shaul Shalvi (2019). Group moral discount: diffusing blame when judging group members. *Journal of Behavioral Decision Making* 32(2), 212–228. [DOI](#).

Bayer, Ya'akov M., Bradley J. Ruffle, Ze'ev Shtudiner, and Ro'i Zultan (2018). Costly superstitious beliefs: experimental evidence. *Journal of Economic Psychology* 69, 30–43. [DOI](#).

Dekel, Sagi, Sven Fischer, and Ro'i Zultan (2017). Potential Pareto public goods. *Journal of Public Economics* 146, 87–96. [DOI](#).

Llorente-Saguer, Aniol and Ro'i Zultan (2017). Collusion and information revelation in auctions. *European Economic Review* 95, 84–102. [DOI](#).

Ravid, Oded, Miki Malul, and Ro'i Zultan (2017). The effect of economic cycles on job satisfaction in a two-sector economy. *Journal of Economic Behavior & Organization* 138, 1–9. [DOI](#).

Soraperra, Ivan, Ori Weisel, Ro'i Zultan, Sys Kochavi, Margarita Leib, Hadar Shalev, and Shaul Shalvi (2017). The bad consequences of teamwork. *Economics Letters* 160, 12–15. [DOI](#).

Weisel, Ori and Ro'i Zultan (2016). Social motives in intergroup conflict: group identity and perceived target of threat. *European Economic Review* 90, 122–133. [DOI](#).

Steiger, Eva-Maria and Ro'i Zultan (2014). See no evil: information chains and reciprocity. *Journal of Public Economics* 109, 1–12. [DOI](#).

Klor, Esteban F., Sebastian Kube, Eyal Winter, and Ro'i Zultan (2014). Can higher rewards lead to less effort? incentive reversal in teams. *Journal of Economic Behavior & Organization* 97, 72–83. [DOI](#).

Levati, M. Vittoria, Matthias Uhl, and Ro'i Zultan (2014). Imperfect recall and time inconsistencies: an experimental test of the absent-minded driver “paradox”. *International Journal of Game Theory* 43, 65–88. [DOI](#).

Hugh-Jones, David and Ro'i Zultan (2013). Reputation and cooperation in defense. *Journal of Conflict Resolution* 57(2), 327–355. [DOI](#).

Lagnado, David A., Tobias Gerstenberg, and Ro'i Zultan (2013). Causal responsibility and counterfactuals. *Cognitive Science* 37(6), 1036–1073. [DOI](#).

Zultan, Ro'i (2013). Timing of messages and the aumann conjecture: a multiple-selves approach. *International Journal of Game Theory* 42, 789–800. [DOI](#).

Greiner, Ben, Werner Güth, and Ro'i Zultan (2012). Social communication and discrimination: a video experiment. *Experimental Economics* 15(3), 398–417. [DOI](#).

Zultan, Ro'i (2012). Strategic and social pre-play communication in the ultimatum game. *Journal of Economic Psychology* 33(3), 425–434. [DOI](#).

Zultan, Ro'i, Tobias Gerstenberg, and David A. Lagnado (2012). Finding fault: causality and counterfactuals in group attributions. *Cognition* 125, 429–440. [DOI](#).

Levati, M. Vittoria and Ro'i Zultan (2011). Cycles of conditional cooperation in a real-time voluntary contribution mechanism. *Games* 2(1), 1–15. [DOI](#).

Goerg, Sebastian J., Sebastian Kube, and Ro'i Zultan (2010). Treating equals unequally: incentives in teams, workers' motivation and production technology. *Journal of Labor Economics* 28(4), 747–772. [DOI](#).

Zultan, Ro'i, Maya Bar-Hillel, and Nitsan Guy (2010). When being wasteful is better than feeling wasteful. *Judgment and Decision Making* 5(7), 489–496.

Schmidt, Carsten and Ro'i Zultan (2005). The uncontrolled social utility hypothesis revisited. *Economics Bulletin* 3(33), 1–7.

Working papers

Asulin, Yamit, Yuval Heller, Nira Munichor, and Ro'i Zultan (2023). Social image, observer identity, and crowding up. *mimeo*.

Dadon, Eldar and Ro'i Zultan (2023). Missing the forest for the trees: when monitoring quantitative measures distorts task prioritization. *mimeo*.

Llorente-Saguer, Aniol, Santiago Oliveros, and Ro'i Zultan (2023). Beyond value: on the role of superficial characteristics in demand for information. *mimeo*.

Zultan, Ro'i (2015). Do participants believe the experimenter? *mimeo*.

- Other publications Kirfel, Lara, Xenia Bunk, Ro'i Zultan, and Tobias Gerstenberg (2023). Father, don't forgive them, for they could have known what they're doing. In: *Proceedings of the 45th annual conference of the cognitive science society*. PsyArXiv.
- Zultan, Ro'i (2022). Book review of "the art of experimental economics: twenty top papers reviewed". *Journal of Behavioral and Experimental Economics* 96, 101815.
- Bar-Hillel, Maya and Ro'i Zultan (2012). We sing the praise of good displays: how gamblers bet in casino roulette. *CHANCE* 25(2), 27–30.
- Schmidt, Carsten and Ro'i Zultan (2007). Unilateral face-to-face communication in ultimatum bargaining—a video experiment. In: *MODSIM 2007 international congress on modelling and simulation. modelling and simulation society of australia and new zealand*. Ed. by L. Oxley and D. Kulasiri, 1205–1211.
- Part of consortia Fišar, M., B. Greiner, C. Huber, E. Katok, A. Ozkes, and the Management Science Reproducibility Collaboration (2023). Reproducibility in Management Science. *Management Science*. Forthcoming.
- Delios, Andrew, Elena Giulia Clemente, Tao Wu, Hongbin Tan, Yong Wang, Michael Gordon, Domenico Viganola, Zhaowei Chen, Anna Dreber, Magnus Johannesson, Thomas Pfeiffer, Generalizability Tests Forecasting Collaboration, and Eric Luis Uhlman (2022). Examining the generalizability of research findings from archival data. *Proceedings of the National Academy of Sciences* 119(30), e2120377119.
- Tierney, Warren, Jay Hardy III, Charles R. Ebersole, Domenico Viganola, Elena Giulia Clemente, Michael Gordon, Suzanne Hoogeveen, Julia Haaf, Anna Dreber, Magnus Johannesson, Thomas Pfeiffer, Jason L. Huang, Leigh ann Vaughn, Kenneth De Marree, Eric R. Igou, Hanah Chapman, Ana Gantman, Matthew Vanaman, Jordan Wylire, Justin Storbeck, Michael R. Andreychik, Jon McPhetres, Culture & Work Morality Forecasting Collaboration, and Eric Luis Uhlman (2021). A creative destruction approach to replication: implicit work and sex morality across cultures. *Journal of Experimental Social Psychology* 93, 104060.
- Tierney, W., J. H. III. Hardy, C. Ebersole, K. Leavitt, D. Viganola, E. Clemente, M. Gordon, A. A. Dreber, M. Johannesson, T. Pfeiffer, Hiring Decisions Forecasting Collaboration, and E. L. Uhlmann

(2020). Creative destruction in science. *Organizational Behavior & Human Decision Processes* 161, 291–309.

### ***Refereeing***

Bilateral Israel-US Foundation (panel member), *Econometrica*, *Economics Bulletin*, *Economics Letters*, *European Economic Review*, *Experimental Economics*, *Games*, *Games and Economic Behavior*, *German-Israeli Foundation*, *International Journal of Industrial Organization*, *Israel Science foundation* (panel member), *Journal of Behavioral and Experimental Economics*, *Journal of Conflict Resolution*, *Journal of Economic Behavior & Organization*, *Journal of Economic Psychology*, *Journal of Economic Theory*, *Journal of Economics and Management Strategy*, *Journal of Experimental Political Science*, *Journal of Experimental Social Psychology*, *Journal of Public Economic Theory*, *Journal of Public Economics*, *Judgment and Decision Making*, *Management Science*, *National Science Centre Poland*, *National Science Foundation (US)*, *Organizational Behavior and Human Decision Processes*, *Oxford Economic Papers*, *Proceedings of the National Academy of Sciences*, *Psychonomic Bulletin and Review*, *Scottish Journal of Political Economy*, *Strategic Behavior and the Environment*, *Theory and Decision*.

### ***Grants and prizes***

2024	Israel Science Foundation workshop support program (with Todd Kaplan). ~\$19,000.
2022	Prize for innovative teaching, Ben-Gurion University of the Negev. ~\$900.
2022	Vice-president prize for multidisciplinary research in the Humanities, Social Sciences, and Management, Ben-Gurion University of the Negev. ~\$900.
2021–2024	Israel Science Foundation: Managerial decisions and the efficient market hypothesis (with Todd Kaplan). ~\$220,000.
2021–2023	Binational Science Foundation: Judging responsibility under uncertainty (with Tobias Gerstenberg). \$101,600.
2020–2021	Faculty of Social Sciences and Humanities grant for interdisciplinary research, Ben-Gurion University: Feuds: theoretical and experimental models of an historical phenomenon (with Hillya Zmora). \$15,000.
2019–2020	Faculty of Social Sciences and Humanities grant for interdisciplinary research, Ben-Gurion University: Measuring Trust, Increasing Trust (with Kobi Gal). \$15,000.

- 2017–2018 International Foundation for Research in Experimental Economics (IFREE): Manipulation in Prediction Markets (with Lawrence Choo and Todd Kaplan). \$7,740.
- 2017–2018 Faculty of Social Sciences and Humanities grant for interdisciplinary research, Ben-Gurion University: The Moral Comparison of Modes of Deception: A New Experimental Approach for Solving an Old Normative Debate (with Shlomo Cohen). \$15,000.
- 2015–2016 International Foundation for Research in Experimental Economics (IFREE): Asymmetric Sequential Auctions (with Ella Segev). \$10,000.
- 2015 Gilford Glazer Faculty of Management inter-faculty cooperation grant: The public sector in the lab: the role of incentives (with Miki Malul). ~\$7,800.
- 2013–2015 Israel Science Foundation: Group reciprocity: Changing attitudes towards groups. ~\$80,000.
- 2005-2006 Israel Foundations Trustees: Order of play in games and tournaments. ~\$4,400.

### ***Invited seminars and workshop presentations***

- 2024 University of Cologne; Maastricht University; The Hebrew University of Jerusalem; Tel Aviv University, Ben-Gurion University of the Negev.
- 2023 The Hebrew University of Jerusalem; Tel Aviv university; University of Birmingham; Warwick University; University of Amsterdam; Bar-Ilan University; 7<sup>th</sup> Solomon Lew conference on Behavioral Economics, University of Duisburg-Essen.
- 2022 Brunel University London; Helsinki GSE Behavioral Economics Seminar; CICL Stanford.
- 2021 5<sup>th</sup> Collier Workshop on Behavioral Economics; Bar-Ilan University; Ben-Gurion University of the Negev.
- 2020 Ben-Gurion University of the Negev; University College London.
- 2019 Haifa University; Ruppin Academic Center.
- 2018 SIDEER student Symposium, Sde Boker; Workshop on Perceptions and Public Policies, Bar-Ilan University; Samford University; University of Alabama.
- 2017 Interdisciplinary Center Herzliya; Technion; Technical University of Munich; University of Vienna; Social Norms and Moral Norms Workshop, Lyon.

- 2016 Tel-Aviv University; Bar-Ilan University; University of Amsterdam; Cultural Transmission and Social Norms Workshop, University of East Anglia.
- 2015 Humboldt University; University of East Anglia; European Bank for Restructure and development, London; Bar-Ilan University.
- 2014 Heidelberg University; University of Bonn; University of Hamburg; Tel-Aviv University; University of Nottingham; Max Planck Institute of Economics, Jena; Tufts University; Bar-Ilan University.
- 2013 Workshop on Behavioral Decision Making in Memory of Gary Bornstein, Jerusalem; Inaugural EssexLab workshop; Max Planck Institute of Economics, Jena; The Hebrew University of Jerusalem.
- 2012 The Hebrew University of Jerusalem; Ben-Gurion University of the Negev; Max Planck Institute of Economics. Jena.
- 2011 University of Nottingham; University of Warwick; Ono Academic Center; Interdisciplinary Center, Herzliya; Haifa University,;Technion; Ben-Gurion University of the Negev; The Hebrew University of Jerusalem.
- 2010 Louisiana State University; Bar-Ilan University; University College London.
- 2009 Max Planck Institute of Economics, Jena.
- 2008 Mannheim University; Max Planck Institute for Research on Collective Goods, Bonn.
- 2005 Mannheim University.
- 2004 Max Planck Institute for Human Development, Berlin.

### ***Conference presentations***

- 2024 ICSD, Leiden.
- 2023 ESA, Lyon; SPUDM, Vienna; EEA-ESEM, Barcelona; SJDM, San Francisco.
- 2022 ESA, Boston; ICSD, Copenhagen; SOCI, Vienna (hybrid); ESA, Bologna; ESA, Santa Barbara.
- 2021 ECONtribute, Cologne (online); IAREP/SABE (online); Life Improvement Science (online); ESA global meeting (online); RExCon21, Moscow (online); SPUDM, Warwick (online).
- 2020 IOBC, Tel-Aviv; ESA global meeting (online); SJDM (online).
- 2019 The Neoclassical Repair Shop and its Alternatives, Berlin; LEG, Bar-Ilan University; EEA-ESEM, Manchester; ESA, Dijon.



2018	Foundations of Conflict, Bath; ESA, Berlin; SABE/IAREP, London; SJDM, New Orleans.
2017	IEA, Ra'anana; ESA, Vienna; SPUDM, Haifa..
2016	ESA, Jerusalem; Incentives and Behavior Change Workshop, Tel-Aviv; ESA, Tucson; SJDM, Boston.
2015	IMEBESS, Toulouse; London Experimental Workshop; ESA, Heidelberg; ESA, Dallas.
2014	IMEBESS, Oxford; THEEM, Konstanz; IEA, Tel-Aviv; ESA, Prague; ESA, Fort Lauderdale.
2013	IMEBE, Madrid; SORIS, Beer-Sheva; IEA, Tel-Aviv.
2012	IMEBE, Benicassim; ESA, Cologne; ESA, Tucson.
2011	BDM, Herzliya; LRW, London; SPUDM, Kingston.
2010	IMEBE, Bilbao; ESA, Tucson; SJDM, St. Louis; ESA, Copenhagen.
2009	ESA, Haifa; Relativity, Inequality and Public Policy, Edinburgh.
2008	ESA, Lyon; Arne Ryde, Lund.
2005	EAESP, Würzburg.
2004	IACP, Bar-Ilan University.
2003	ESA, Erfurt.

**Teaching**

Experimental Markets (undergraduate)  
 Experimental economics (undergraduate)  
 Social dilemmas and public goods (undergraduate)  
 Experimentics (graduate)  
 Rationality in economics (graduate)  
 Experimental economics methods (graduate)  
 Game theory (graduate, undergraduate)  
 Teachers as researchers (teacher training program)

**Service (BGU)**

Senate member, academic faculty disciplinary court (substitute chair), ethics committee, senate follow-up committee (chair), Institutional human subject research committee, Faculty MA committee, Decision Making and Economic Psychology Center steering committee, promotion committee (chair), mentor, seminar coordinator.

**Service (external)**

Executive committee member, Economic Science Association; Associate editor, *Judgment and Decision Making*; Editorial board member, *Journal of Behavioral and Experimental Economics*; Conference

organizer, Economic Science Association 2016 International Meeting; Lead area coordinator, Econometric Society 2019 European Meeting; Economic Science Association Job market seminar organizer (2022, 2023); Promotion committee member (Haifa University, Western Galilee College, Ruppin academic Center, The Hebrew University of Jerusalem ).

July, 2024